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UNCLAS SECTION 01 OF 05 COLOMBO 000336

SIPDIS

DEPARTMENT FOR EB/CBA MICHAEL A. GARCIA  
COMMERCE FOR ITA AADLER AND THE ADVOCACY CENTER

E.O 12958:N/A

TAGS: [BEXP](#) [BBSR](#) [ECON](#) [ETRD](#) [EINV](#) [CE](#) [ECONOMICS](#)

SUBJECT: SRI LANKA: MISSION ASSISTANCE TO US  
BUSINESSES OVERSEAS

REF: STATE 29441

FOLLOWING IS POST'S RESPONSE TO REFTEL REQUESTING  
INFORMATION ON MISSION'S ASSISTANCE TO US BUSINESS  
OVERSEAS.

GE ENERGY RENTALS

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Type of Assistance: General advocacy, political risk  
insurance support by OPIC.

Status: successful

Local Company: Not Available

Parent Company: GE Energy Rentals, 1000 New York Avenue,  
N.W., Washington D.C. 20527-0001, Phone. 202-335-8400  
Fax: 202-408-9859

Value: US Dollar 5 million

Other Information: To provide 44 Cummins Generator KTA50-  
GE and 20 fuel tanks to generate 40 MW of power.

Tamsco

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Type of Assistance: General advocacy, to prepare Cabinet  
paper.

Status: on-going

Local Company: Not available

Parent Company: Tamsco, 4041 Power Mill Road, Suite 500,  
Calverton, MD 20705

Value: US Dollars 3 million

Other Information: to provide spare radar parts to the  
Sri Lankan Army.

Caterpillar Inc.,

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Type of Assistance: General Advocacy on reversal of  
decision.

Status: on-going

Local Company: Not available

Parent Company: Caterpillar Inc, 100-T N.E. Adams Street,  
Peoria, IL 61629

Value: not available

Other Information: 200 mw general power

Cummins

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Type of Assistance: General Advocacy

Status: unsuccessful

Local Company: Not available

Parent Company: Cummins, Inc., Box 3005, Columbus, IN  
47202-3005

Value: not available

Other Information: Short term power tender

Northrop Grumman's Park Air

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Type of Assistance: Advocacy letter

Status: on-going

Local Company: Not available

Parent Company: Northrop Grumman's Park Air Systems Ltd,  
Northfields, Market Deeping, Peterborough, PE6 8UE,

England (wholly owned subsidiary of Northrop Grumman USA)

Value: US \$ 12 million

Other Information: Airport communication System

Cornell Group

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Type of Assistance: General Advocacy

Status: project awarded to British firm, deciding whether to appeal

Local Company: not available

Parent Company: Cornell Group, 4085 Chain Bridge Road,  
Suite 401, Fairfax, VA 22030-4106  
Value: not available

Other Information: ADB Port Project  
IMC Global

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Type of Assistance: Commercial dispute

Status: on-going

Local Company: not available

Parent Company: IMC Global, 100 South Saunders Road,  
Suite 300, Lake Forest, IL 60045-2561

Value: US \$ 300 million (over 20 years)

Other Information: Eppawela Phosphate mining project

Navini Networks

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Type of Assistance: General advocacy

Status: Completed Sale

Local Company: Not available

Parent Company: Navini Networks, 2240 Campbell Creek  
Blvd., Suite 110 Richardson, TX 75082 Phone: 214-261-  
6382; fax: 214-498-3674

Value: US \$ 9 million

Other Information: sale of antennas for telecom

Lanka Internet

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Type of Assistance: Many issues of advocacy since 1994,  
commercial dispute.

Status: court case withdrawn, negotiations on getting  
long denied VOIP circuits.

Local Company: Lanka Internet Services (Pvt) Ltd. 443  
Galle Road, Colombo 3

Parent Company: Not Available

Value: US \$ 3 million

Other Information: Commercial dispute on voice data

Raytheon's HISAR

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Type of Assistance: commercial advocacy

Status: sale complete

Local Company: Not available

Parent Company: Raytheon's HISAR, 141 Spring Street,  
Lexington, MA 02421

Value: US \$ 11 million

Blue Bird Corporation

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Type of Assistance: Commercial Advocacy

Status: unsuccessful, LOI to buy Indian buses

Local Company: Not available

Parent Company: Blue Bird Corporation, 402 Blue Bird  
Boulevard, P.O. Box 937, For Valley, GA 31030  
Value: US \$ 120 million

Other Information: to supply 2000 Buses

Northwest Regional Power

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Type of Assistance: Commercial Advocacy  
Status: unsuccessful  
Local Company: not available  
Parent Company: Northwest Regional Power  
Value: not available  
Other Information: Midterm power, 60mw power plants, GE general equipment  
ARD, Inc  
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Type of Assistance: Advocacy letter  
Status: Successful tender award, project being implemented.  
Local Company: Not available  
Parent Company: ARD, Inc., 159 Bank Street, 3rd Floor, Burlington, VT 05402  
Value: US \$ 3 million  
Other Information: ADB - Wildlife Management Project  
GE - GXS Asia  
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Type of Assistance: General Advocacy  
Status: tender awarded, final negotiations underway  
Local Company: Not available  
Parent Company: GE - GXS Asia, GE Company 3135 T. Easton Tpk., Fairfield, CT 06431-0001  
Value: US \$ 3 - 4 million  
Other Information: "EDI switch" to track customs imports/exports  
Lockheed Martin  
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Type of Assistance: General Advocacy  
Status: on going  
Local Company: not available  
Parent Company: Lockheed Martin Corp., 6801-T Rockledge Dr., Bethesda, MD 20817  
Value: not available  
Other Information: to sell comprehensive airspace management systems  
Sony Music/Universal Studio  
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Type of Assistance: Continuous advocacy for International Property Rights (IPR) protection  
Status: new improved IPR law to be presented in parliament  
Local Company: Not available  
Parent Company: Sony Music Entertainment (India) Pvt. Ltd. Span Center, South Avenue Road, Santa Cruz (W), Mumbai 400054, India  
Value: not available  
General Electric International  
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Type of Assistance: Business outreach and market development  
Status: successful business meetings held  
Local Company: General Electric International Operations Co. Inc  
Liaison Office, AIFACS Building, 1 Rafi Marg, New Delhi 110-001 India  
Parent Company: Not available  
Project Value: not available  
Other Information: Business outreach and market development for GE power systems, GE Medical Systems, GE Capital.

Warburg Pincus US

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Type of Assistance: Continuous advocacy for expediting dispute.

Status: Ongoing court case

Local Company: Northpole Lanka Ltd., 568/2 Maradana Road, Colombo 10

Parent Company: Warburg Pincus LLC, 466 Lexington Avenue, New York, NY 10017-3147

Project Value: \$7.73 million

Other Information: Commercial dispute with local insurance companies.

IBM

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Type of Assistance: Commercial advocacy

Status: tender awarded

Local Company: IBM World Trade Corporation, 48 Nawam Mawatha, Colombo 2. Sri Lanka

Parent Company: IBM Corporation, 1133 Westchester Avenue, White Plains, New York 10604

Project Value: \$1.1 million

Other Information: IBM business partner awarded a tender to provide 1,100 computers to schools under ADB loan.

World Water

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Type of Assistance: Commercial Advocacy

Status: on going, in final selection

Local Company: Not available

Parent Company: World Water Corp., 55 Route 31 S. Pennington, NJ 08534-2513

Value: US \$ 19.2 million

Other Information: solar power units to provide electricity and water

Coastal Engineering Consultants, Inc.

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Type of Assistance: Commercial advocacy

Status: tender awarded to another bidder, not officially informed.

Local Company: Not available

Parent Company: Coastal Engineering Consultants, Inc., 3106 S. Horseshoe Dr., Naples, FL 34104  
Value: US \$ 3 million

Other Information: Consultancy in coastal reconstruction  
Mihaly Coal Power Project

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Type of Assistance: Trade dispute

Status: On-going

Local Company: Not Available

Parent Company: Mihaly Coal Power Project  
Value: US \$ 300 million

Other Information: to build a coal fired power plant  
GE Harris

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Type of Assistance: Tender advocacy

Status: tender awarded but project delayed up to now.

Local Company: Not Available

Parent Company: GE Harris

Value: US \$ 10 million

Other Information: central computer system for the entire hydro generated network  
Wills